| MASSACHUSETTS NONGROUP | 2000 TOTAL | 2001 TOTAL | 2000 to 2001 |
|--|------------------|------------------|---------------|
| MEMBERSHIP | Covered Lives at | Covered Lives at | Difference |
| (WITH 2001 MEMBERSHIP ACCORDING TO 2001 REPORTS) | End of Year | End of Year | Covered Lives |
| GUARANTEED ISSUE PLANS | 33,966 | 33,330 | (636) |
| CONVERSION ONLY GUARANTEED ISSUE PLANS | 21 | 30 | 9 |
| CLOSED PLANS | 23,590 | 18,456 | (5,134) |
| TOTALS: | 57,577 | 51,816 | (5,761) |

| MASSACHUSETTS NONGROUP | 2000 TOTAL | 2001 TOTAL | 2000 to 2001 |
|--|------------------|------------------|---------------|
| MEMBERSHIP | Covered Lives at | Covered Lives at | Difference |
| (WITH 2001 MEMBERSHIP ACCORDING TO 2001 REPORTS) | End of Year | End of Year | Covered Lives |
| Blue Cross and Blue Shield of Massachusetts, Inc.1 | 25,804 | 27,848 | 2,044 |
| Commercial Carriers | 9,882 | 7,611 | (2,271) |
| Health Maintenance Organizations ¹ | 21,891 | 16,357 | (5,534) |
| TOTALS: | 57,577 | 51,816 | (5,761) |

| MASSACHUSETTS NONGROUP | 2000 TOTAL | 2001 TOTAL | 2000 to 2001 |
|--|------------------|------------------|---------------|
| GUARANTEED ISSUE PLANS ² | Covered Lives at | Covered Lives at | Difference |
| (WITH 2001 MEMBERSHIP ACCORDING TO 2001 REPORTS) | End of Year | End of Year | Covered Lives |
| Blue Cross and Blue Shield of Massachusetts, Inc. ¹ | 15,942 | 19,900 | 3,958 |
| Commercial Carriers | 71 | 83 | 12 |
| Health Maintenance Organizations ¹ | 17,953 | 13,347 | (4,606) |
| TOTALS: | 33,966 | 33,330 | (636) |

| MASSACHUSETTS NONGROUP | 2000 TOTAL | 2001 TOTAL | 2000 to 2001 |
|---|---------------------------------|---------------------------------|-----------------------------|
| CONVERSION ONLY GUARANTEED ISSUE PLANS (WITH 2001 MEMBERSHIP ACCORDING TO 2001 REPORTS) | Covered Lives at End of Year | Covered Lives at End of Year | Difference Covered Lives |
| Blue Cross and Blue Shield of Massachusetts, Inc. | NA NA | NA NA | NA |
| Commercial Carriers | 21 | 30 | 9 |
| Health Maintenance Organizations ¹ | NA NA | NA NA | NA NA |
| TOTALS: | 21 | 30 | 9 |

| MASSACHUSETTS NONGROUP CLOSED PLANS ⁴ (WITH 2001 MEMBERSHIP ACCORDING TO 2001 REPORTS) | 2000 TOTAL Covered Lives at End of Year | 2001 TOTAL Covered Lives at End of Year | 2000 to 2001 Difference Covered Lives |
|--|--|---|--|
| Blue Cross and Blue Shield of Massachusetts, Inc. ¹ | 9,862 | 7,948 | (1,914) |
| Commercial Carriers | 9,790 | 7,498 | (2,292) |
| Health Maintenance Organizations ³ | 3,938 | 3,010 | (928) |
| TOTALS: | 23,590 | 18,456 | (5,134) |

| - | | |
|---|--|-----------|
| | 2001 Massachusetts Population ⁵ | 6,401,164 |
| | 2001 MA | |
| ı | Covered Lives at End of Year | 51,816 |
| | MA Population Insured | |
| ı | in All Nongroup Plans | 0.8% |

Persons covered under Blue Cross and Blue Shield of Massachusetts, Inc.'s HMO Blue line of business are included in the Blue Cross and Blue Shield of Massachusetts, Inc. totals in this report.

Represents membership in guaranteed issue nongroup health plans subject to M.G.L. c. 176M excluding membership in guaranteed issue health plans available only on a group conversion basis (please see separate line for this information). Beginning November 1, 2001, carriers were permitted to offer alternate plans in addition to standard guaranteed sisue plans. Harvard Pligrim Health Care, Inc. and Blue Cross and Blue Shield of Massachusetts offered such plans accounting for 2,817 members. Perpresents membership in guaranteed sisue health plans subject to M.G.L. c. 176M second only on a group conversion basis coursely for 2,817 members in guaranteed issue health plans subject to M.G.L. c. 176M second only on a group conversion basis coversion basis. A second only on a group conversion basis coversion basis and the second of the second only on a group conversion basis. Person for membership in nongroup plans closed to new enrollment. According to M.G.L. c. 176M §1 a "closed plan" is defined as a "nongroup health plan issued by a carrier to a natural person for said person, as well as any covered dependents, prior to the first day of the first open enrollment person (October 1, 1997).

2001 Population Source: Table 1. Population Estimates [3], Population Estimates Program, Population Division, U.S. Bureau of the Census, March 27, 2002 - estimated population by county as of July 1, 2001.